



CANNON BUILDING
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STATE OF DELAWARE
REAL ESTATE COMMISSION

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PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, September 4, 2014 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware
MINUTES APPROVED:	10/02/2014

MEMBERS PRESENT

Tim Riale, Sussex County, Professional Member, Vice Chairperson, Presiding
Barbara Brodoway, New Castle County, Public Member
Tom Burns, Kent County, Professional Member
Doug Doyle, Kent County, Professional Member
Casey Price, Sussex County, Professional Member
Michael Rushe, Kent County, Public Member
Elaine Woerner, New Castle County, Professional Member

DIVISION STAFF

Jessica Williams, Administrative Specialist II

ALSO PRESENT

Karen Alleva, New Castle County Board of Realtors
Lisa Somelofske, Delaware Association of Realtors

MEMBERS ABSENT

Donna Klimowicz, New Castle County, Professional Member, Chairperson
Danielle Benson, New Castle County, Professional Member
Tammy Reagan, Sussex County, Professional Member

CALL TO ORDER

Mr. Riale called the meeting to order at 9:34 a.m.

REVIEW OF MINUTES

Mr. Doyle moved, seconded by Mr. Rushe, to approve the August 7, 2014 minutes as presented. Motion unanimously carried.

UNFINISHED BUSINESS

Review Previously Tabled Instructor Application for Bill Lubin

The Committee reviewed Bill Lubin's instructor application, which was tabled during the August 7, 2014 due to Mr. Lubin failing to answer three questions on his application. Mr. Doyle moved, seconded by Ms. Woerner to approve Bill Lubin's application for Continuing Education: Module 7 – Regulatory Issues & Technology – An Introduction to Social Media. Motion unanimously carried.

NEW BUSINESS

Update from the Commission – Mr. Riale

Mr. Riale advised the Committee that the Commission accepted all Committee's recommendations. He reported that the Commission agreed with the Committee's discretion regarding the denial versus tabling of applications.

NEW BUSINESS

Review of Course Provider Applications

Mr. Rushe moved, seconded by Mr. Doyle, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: Sussex County Association of Realtors

Course Title: Being a Prepared Tenant in Delaware **Approved for Modules 5 or 6 Only, Not Modules 3 or 7 as Requested**

Credit Hours: 3.0

Module: 5 or 6

Mr. Doyle moved, seconded by Mr. Rushe, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: Ward & Taylor, LLC

Course Title: Real Estate "Jeopardy" **Approved for Module 7 Only, Not Approved for Modules 1 or 2 as Requested**

Credit Hours: 3.0

Module: 7

Mr. Doyle moved, seconded by Ms. Woerner, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: Delaware Association of Realtors

Course Title: Cool Tech Tools **Approved**

Credit Hours: 3.0

Module: 7

Course Provider: Jack Lingo, Inc., REALTOR

Course Title: Professional Standards **Approved**

Credit Hours: 3.0

Module: 2

Course Title: Today, Tomorrow and Yesterday **Approved**

Credit Hours: 3.0

Module: 1

Course Title: First Time Home Buyers – Guiding a Buyer into a First Home **Approved**
Credit Hours: 3.0
Module: 3 or 7

Course Provider: Ward & Taylor, LLC

Course Title: Nuts & Bolts of Home Inspection **Approved for Module 6 Only, Not Modules 3 or 7 as Requested**
Credit Hours: 3.0
Module: 6

Mr. Doyle moved, seconded by Mr. Burns, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: Ward & Taylor, LLC

Course Title: Real Estate Documents and Practices **Approved with Course Title Change, Submitted**
Course Title was Real Estate “Jeopardy”
Credit Hours: 3.0
Module 3 or 6

Course Title: Office Management & Legislative Issues **Approved with Course Title Change, Submitted**
Course Title was Real Estate “Jeopardy”
Credit Hours: 3.0
Module: 4 or 5

Mr. Doyle moved, seconded by Ms. Woerner, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Title: The CE Shop, Inc.

Course Title: Basics of Real Estate Taxation **Approved**
Credit Hours: 6.0
Module: 7

Course Title: Diversity: Your Kaleidoscope of Clients **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Foundations of Real Estate Finance **Approved**
Credit Hours: 6.0
Module: 7

Course Title: From Contract to Keys **Approved**
Credit Hours: 6.0
Module: 7

Course Title: Keeping it Honest: Understanding Real Estate and Mortgage Fraud **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Selling to Your Sphere of Influence **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Title & Escrow: Two Families. One Transaction **Approved**

Credit Hours: 3.0
Module: 7

Course Title: Code of Ethics: Good for Your Clients and Your Business **Approved**
Credit Hours: 3.0
Module: 2

Course Title: Did You Serve? Identifying Homebuying Advantages for Veterans **Approved**
Credit Hours: 3.0
Module: 7

Review of Instructor Applications

Mr. Doyle moved, seconded by Ms. Woerner, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Carol Martin **Approved**

Continuing Education: Module 6; Module 7 – Accredited Luxury Home Specialist (ALHS); New Home Construction; Buyer Representation

Juli Giles **Approved**

Continuing Education: New Licensee Modules 1 – 4

John Hanenfeld **Approved for Continuing Education Module 7 Only, Not Pre-Licensing Sales as Requested**

Continuing Education: Module 7 – Realtors and Auctions; Auctions & Real Estate; History of Real Estate Auctions; Growth of Auctions

Michael McAllister **Approved**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 7

Review Requests for Reconsideration of Instructor Approval

The Committee reviewed the request for reconsideration submitted by AJ Johnson. Mr. Johnson requested that his instructor approval be modified to include the topic of “Fair Housing” under Module 7. Mr. Doyle moved, seconded by Ms. Woerner, to recommend approval that Mr. Johnson’s approval be to teach “Fair Housing” under Module 7. Motion unanimously carried.

The Committee reviewed the request for reconsideration submitted by Andrew Wetzel. Mr. Wetzel requested that the Committee consider approving him to teach Modules 2 and 6. Mr. Doyle moved, seconded by Ms. Woerner, to recommend that Mr. Wetzel’s instructor approval be modified to teach Module 2, but not Module 6 (as he has no Delaware experience). Motion unanimously carried.

CORRESPONDENCE

There was no correspondence.

PUBLIC COMMENT

Ms. Alleva requested clarification as to what module the course titled “Nuts & Bolts of Home Inspection” is being recommended for approval.

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

Ms. Williams reminded the Committee that the Commission's Annual Seminar is scheduled for September 11, 2014, at Polytech.

Ms. Williams advised the Committee that the continuing education audit notices were mailed, and that the review will take place during their October 2, 2014 meeting.

Mr. Doyle inquired if the letter drafted to the course providers was sent out. Ms. Williams researched his inquiry, and it was discovered that the letter has not yet been mailed out.

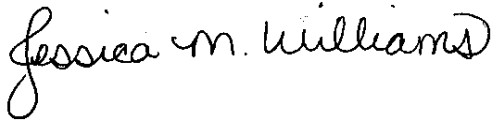
NEXT SCHEDULED MEETING

The next meeting will be held on Thursday, October 2, 2014 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

ADJOURNMENT

There being no further business, Ms. Woerner moved, seconded by Ms. Brodoway, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 10:47 a.m.

Respectfully submitted,

A handwritten signature in cursive script that reads "Jessica M. Williams". The signature is written in black ink and is positioned above the printed name and title.

Jessica M. Williams
Administrative Specialist II